

# 1995 Index of Articles

## 1995 AGENCY SALES MAGAZINE ARTICLES

### Listed Alphabetically By Subject

In keeping with MANA's efforts to provide agents and manufacturers with as much resource material as possible, previous issues of *Agency Sales Magazine* and copies of individual articles have been made available at minimal costs. Back issues of *Agency Sales* (call MANA for availability) are \$7.50 each. Copies of individual articles and/or the corresponding Research Bulletin(s) (if printed in that form) are \$3.00 each to MANA members and \$6.50 each to non-members and *Agency Sales* subscribers. California residents/business locations, please add 7.75% sales tax to your order. All orders must be accompanied by a check made payable to MANA in U.S. dollars drawn on a U.S. bank or an International Money Order for U.S. dollars. Ten dollar charge on all checks returned from the bank. For more information, contact MANA at (714) 859-4040.

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